

## Message Text

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PAGE 01 EC BRU 00869 281324Z  
ACTION SS-25

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FM USMISSION EC BRUSSELS  
TO SECSTATE WASHDC PRIORITY 2882

C O N F I D E N T I A L EC BRUSSELS 00869

EXDIS

PASS AGRICULTURE ELECTRONICALLY FOR SECRETARY BERGLAND  
THROUGH DAVID HUME, FAS.

E.O. 11652: GDS  
TAGS: EAGR, EEC  
SUBJECT: PROPOSED GUNDELACH MEETING WITH SECRETARY BERGLAND

1. NEW EC COMMISSIONER FOR AGRICULTURE FINN GUNDELACH HAS TOLD AMBASSADOR THAT HE WANTS VERY MUCH TO MEET WITH SECRETARY BERGLAND AS SOON AS MUTUALLY CONVENIENT. HE IS ANXIOUS TO ESTABLISH PERSONAL, CONSTRUCTIVE RELATIONSHIP WITH SECRETARY AND, IN PARTICULAR, TO BEGIN PROCESS OF EXPLORING NEW WAYS IN WHICH THE US AND EC CAN APPROACH SOLUTIONS OF MANY PROBLEMS WE CONTEND WITH IN AGRICULTURE. HE SEES FACT THAT NEW EXECUTIVE LEADERSHIP IN BOTH US AND EC OFFERS PERHAPS UNIQUE OPPORTUNITY TO MAKE A FRESH START AND TRY TO OVERCOME STERILE DEBATES OF PAST IN FAVOR OF SEARCH FOR PRAGMATIC APPROACHES THAT PROMISE REAL RESULTS. EARLY DISCUSSIONS BEFORE POLICIES ON BOTH SIDES BECOME FIXED IN CONCRETE WOULD THUS BE MOST HELPFUL.

2. GUNDELACH WOULD PREFER THAT FIRST MEETING BE INFORMAL, LOW-KEY WITH MINIMUM OR NO PUBLICITY. HE LOOKS FOR FRANK, OPEN, RELATIVELY UNSTRUCTURED EXCHANGE. HE DOES NOT REPEAT NOT INTEND THAT SESSION ATTEMPT TO NEGOTIATE ABOUT ANY  
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SPECIFIC ISSUE AND IS KEENLY AWARE OF THE CRITICAL DOMESTIC PROBLEMS WHICH SECRETARY FACES AFTER JUST HAVING ASSUMED OFFICE.

3. GUNDELACH SAID THAT ONLY PRACTICAL TIME HE HAS AVAILABLE TO MAKE TRIP TO WASHINGTON IS LAST HALF OF FEBRUARY. THE PERIOD BETWEEN PRESENTATION OF COMMISSION PRICE PROPOSALS

FOR COMING YEAR ON FEBRUARY 14 AND COUNCIL DEBATE IN EARLY MARCH OFFERS HIM A "WINDOW" WHICH WOULD NOT AGAIN BE AVAILABLE UNTIL MUCH LATER. THUS IF SECRETARY COULD PROPOSE TWO OR MORE DATES DURING THAT PERIOD, WE BELIEVE IT WOULD BE RELATIVELY EASY TO GET QUICK AGREEMENT.

4. GUNDELACH COMES TO HIS NEW JOB WITH A WEALTH OF EXPERIENCE IN THE BROAD RANGE OF INTERNATIONAL TRADE RELATIONS AND HAS A KEEN SENSE OF THE NEED TO WORK OUT A MUTUALLY ACCEPTABLE SOLUTION TO LONG-STANDING US/EC PROBLEMS IN AGRICULTURE. WHILE HE WILL HAVE TO BUILD A PUBLIC POSTURE OF COMMITMENT TO THE PRINCIPLES OF THE CAP IN ORDER TO ESTABLISH HIS CREDIBILITY TOWARD HIS CONSTITUENTS, HE KNOWS FULL WELL THAT CAP MUST BE ADAPTED TO REALITIES OF MODERN WORLD AND THAT EC CAN NO LONGER INSULATE ITSELF FROM THE GLOBAL AGRICULTURAL SYSTEM. HE HAS, AS WASHINGTON WELL KNOWS, BEEN VERY EFFECTIVE IN PAST IN HELPING MANAGE WORKABLE COMPROMISES IN SEVERAL OF OUR MOST ACUTE BILATERAL PROBLEM AREAS. FOR PERHAPS THE FIRST TIME SINCE THE COMMUNITY CAME INTO EXISTENCE, IT HAS A COMMISSIONER FOR AGRICULTURE WHO IS NOT CAPTIVE OF ANY PARTICULAR IDEOLOGY, NATIONAL PREJUDICE OR SPECIAL AGRICULTURAL INTEREST. IN OUR VIEW, THE SOONER WE BEGIN A DIALOGUE WITH HIM, THE MORE LIKELY IT WILL BE THAT WE START A PROCESS THAT COULD LEAD TO WORKABLE SOLUTIONS TO PROBLEMS WHICH HAVE PLAGUED OUR RELATIONSHIP SINCE THE BEGINNING. WE HOPE SECRETARY BERGLAND WILL AGREE TO EXTEND INVITATION TO MEET IN WASHINGTON AS PROPOSED. HINTON

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## Message Attributes

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